

Regional Office  
155 Van Gordon  
Box 25126  
Denver, CO 80225

**Department of  
Veterans Affairs**

# **Information Bulletin**

January 28, 2003

Loan Guaranty Letter 03-03  
264-2

**SUBJECT: 2003 VA TELEVISED TRAINING BROADCASTS FOR LENDERS AND  
REAL ESTATE SALES PERSONNEL**

## **PURPOSE**

To announce the schedule for the 2003 interactive satellite training broadcasts for lenders and real estate sales personnel. These broadcasts are intended to supplement, but not replace, the training provided on the local level by all stations.

## **BACKGROUND**

VA Loan Guaranty Service has scheduled five interactive televised training broadcasts for employees of lenders during 2003, and one broadcast for real estate sales personnel. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center (RLC). Attendees can make reservations by calling the contact person at the most convenient regional office or RLC (and learn where the broadcast will be viewed). For those who have fast Internet connections and no firewall problems, these broadcasts will also be available in "streaming video" format over the Internet. For details regarding this viewing option, please watch for announcements on Loan Guaranty's website, [www.homeloans.va.gov/L&S.htm](http://www.homeloans.va.gov/L&S.htm). Since these seminars are interactive, all attendees/viewers will have the opportunity to ask questions.

## **STUDENT MATERIALS**

Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast. The web address is [www.homeloans.va.gov/train.htm](http://www.homeloans.va.gov/train.htm).

## **SCHEDULE AND CONTENT OF BROADCASTS**

**Refinancing VA Home Loans - February 12, 2003** (10:00 a.m. - 12:00 noon Mountain Time). With interest rates at their lowest levels in 40 years, the activity in refinancing is at an all time high! Topics will include:

- Interest Rate Reduction Refinance Loans (IRRRLs)
- Cash-out Loans
- Construction-Permanent Home Loans

**Basic Processing and Originating VA Home Loans - March 12, 2003** (10:00 a.m. - 12:00 noon Mountain Time). Want to improve your market share? Learn how you can do just that by speeding up your ability to explain and process VA mortgage loans.

Topics to be covered include:

- Basics of Eligibility: What is Eligibility? Who's Eligible? How do I find out? What Can a VA Loan be used for?
- Pre-Qualification Basics: Credit & Income; Common Scenarios and Frequently Asked Questions.
- Fees and Charges: What's allowable and what is not.
- Property and the VA Appraisal: What is the purpose of the VA appraisal? What types of properties can be purchased?

**Post-Closing & Quality - April 23, 2003** (10:00 a.m. - 12:00 noon Mountain Time).

Attend this broadcast and save your company *time* and *money*:

- Obtain *accurate* Loan Guaranty certificates *quickly*
- *Eliminate* the need for *status requests*
- Take the *anxiety* out of *Post Audits*

**Credit Underwriting for VA Home Loans - May 14, 2003** (10:00 a.m. - 12:00 noon Mountain Time). It's *approved!* Tips and hints on mastering VA Credit Standards to arrive at well supported underwriting decisions quickly and efficiently.

- Problem credit cases
- Self employment
- Trailing spouses
- Grossing up
- Many other issues

**Underwriting Appraisals for Staff Appraisal Reviewers - July 16,** (10:00 a.m. - 12:00 noon Mountain Time). This broadcast is for anyone who orders, processes, or reviews VA Appraisals. What's New?

- Property Eligibility
- Minimum Property Requirements
- Proposed Construction
- Appraisal Review Guidelines
- Common Problems and Concerns

**The VA Home Loan Program for Real Estate Professionals - September 17,** (10:00 a.m. - 12:00 noon Mountain Time). Thousands of real estate professionals are making money participating in VA's Home Loan Program. Attend this session and find out how you can too.

- Increase your pool of potential customers.
- VA loans are fast & easy to process!
- Help America's vets obtain the dream of home ownership.

**DENVER RLC RESERVATIONS**

Attendees in Alaska, Colorado, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming can make reservations by contacting **Stephanie Sirbaugh** at 1-800-349-7541 or e-mail at lgyemail@vba.va.gov.

VLINDA A. CHILDS  
Loan Guaranty Officer

Distribution:  
Program Participants